

# Welcome!

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## **Small Biz Resource CONNECTIONS**



**Resource Partner:**

**Small Business Development Center  
(SBDC) – Southern Maryland**

**Topic: Small Business Resources**



February 3, 2023

# **Governor's Office of Small, Minority & Women Business Affairs**

- **Connect small businesses to greater economic opportunities**
- **Oversight, monitoring, and compliance of three state socioeconomic procurement programs across 70 state agencies/departments**
- **Conduct statewide outreach and training programs**
- **Host online resources for small business growth and development**

<https://gomdsmallbiz.maryland.gov>

# Maryland Socioeconomic Procurement Programs

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

## Small Business Reserve (SBR) Program

- Prime contracting program
- Based on size. State-defined small business eligibility standards apply
- Online certification process (eMMA)

## Minority Business Enterprise (MBE) Program

- Subcontracting program
- Race and gender specific
- Application-based certification process at OMBE under MDOT

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- Based on verified Veteran status & size
- Online certification (eMMA) with a 3 Step Process

*MBEs and VSBEs are encouraged to perform as a prime contractor.*

# Today's Coordinating Team

**Alison Tavik**

Director of Communications & Outreach

**Tanita Johnson**

SBR Compliance Manager

**Danielle Davis**

VSBE Compliance Manager

**Eduardo D. Hayden**

Small Business Outreach Manager



# RESOURCE PARTNER



## TOPIC:

Small Business Resources

<https://www.sbdchelp.com/>

## Guest Speaker:



**Wynne Briscoe**

Director  
SBDC – Southern Region



# **Small Business Development Center** *Southern Maryland Region*

*Hosted by: College of Southern Maryland*



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

# **SBDC Services**

- **One-on-One Business Consulting**
- **Seminars / Workshops**
- **Technical Help / Research**
- **SBDCNet [www.sbdcnet.org](http://www.sbdcnet.org)**
- **“3rd party” review of your plans**





# **NO COST Business Consulting and NO COST Training**

- **No Cost Confidential One-on-One Business Consulting**
- **Business Classes at CSM in the areas of: Start, Market, Manage and Growth**
- **Host Community Seminars / Workshops**
- **Subject Matter Experts in All Major Industries**
- **Technical Help / Industry Research and Resources**
- **Strategic Business Planning, Cash Flow Planning, Loan Documentation Review**
- **Assistance with Permits, Regulations, Governmental Compliance**
- **Strategic Marketing Planning and Target Audience Research**
- **Human Resources, Employee Documentation and Advisement**
- **Accounting, Inventory Management, Database Management**



# **NO COST Business Consulting and Low Cost Training**

- **Creation of Systems, Tools and Processes**
- **Diversification of Products and Services**
- **New Product Development and New Industry Sector Advisement**
- **Business Pitch and Promotional Assistance**
- **Technology, Software and Hardware Advisement and Support**
- **Merchant and Tenant Documentation**
- **Retail Merchandising, Vendor Products and Services Sourcing**
- **Site Selection Assistance, Facility Layout, Equipment Buildout**
- **Stakeholders and Business Resources**
- **Management Consulting and CEO Accelerator Training**
- **Growth of Business and Revenue Strategies**
- **Exit Strategy and Succession Planning**

# MD SBDC, Southern Region Staff Contacts

Maryland Small Business Development Center, Southern Region

## **Wynne Briscoe, Director**

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## **Dan Rebarchick, Southern Region Restaurant/Retail/Hospitality SME**

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## **Dr. Frank Clinton, Business Consultant**

St. Mary's County

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301-542-9609

## ***Now Hiring, Business Consultant***

Calvert County



# Thank you!

## Questions & Discussion?

### ***MD SBDC, Southern Region Connect With Us!***

***Our SBDC is the premier SBA resource partner for small business success in the Southern Maryland Region by providing NO COST training and professional confidential business consultation for new entrepreneurs and existing businesses.***

Phone: 301-934-7583

Website: [www.SBDChelp.com](http://www.SBDChelp.com)

Facebook: [www.Facebook.com/SoMDSBDC](http://www.Facebook.com/SoMDSBDC)

LinkedIn: [www.linkedin.com/company/65012038](http://www.linkedin.com/company/65012038)

YouTube: <https://youtu.be/ZqnWRg5itgg>

Newsletter & Business Info: <http://bit.ly/SoMDSBDCNews>

**Wynne Briscoe, Director**

***Maryland SBDC, Southern Region***

**301-934-7583**

**wsbriscoe@csmd.edu**

**[www.linkedin.com/in/wynnebriscoe](http://www.linkedin.com/in/wynnebriscoe)**

# Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)



The graphic features a black background with yellow and red geometric shapes. At the top left is the Maryland state flag logo with the text "Maryland" and "GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS goMDsmallbiz.maryland.gov". In the center is a photo of a woman writing in a notebook next to a laptop. Below the photo is a large yellow speech bubble containing the text "T.I.P.S. Webinar Series". At the bottom right is a heart-shaped logo with the Maryland state flag pattern. At the bottom left is the hashtag "#goMDsmallbiz". The main title "Training & Insights for Procurement Success" is written in white text in the lower center.

**Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)

**T.I.P.S.** Webinar Series

**Training & Insights for  
Procurement Success**

**#goMDsmallbiz**

# T.I.P.S. Webinar Series

(Training & Insights for Procurement Success)

**REGISTER NOW**

**Tuesday February 21, 2023**

**10 a.m.**

Navigating eMaryland Marketplace  
Advantage (eMMA)

**Thursday, February 23, 2023**

**10 a.m.**

Prime Contracting in Maryland's  
Small Business Reserve (SBR)  
Program

[www.gomdsmallbiz.maryland.gov](http://www.gomdsmallbiz.maryland.gov)



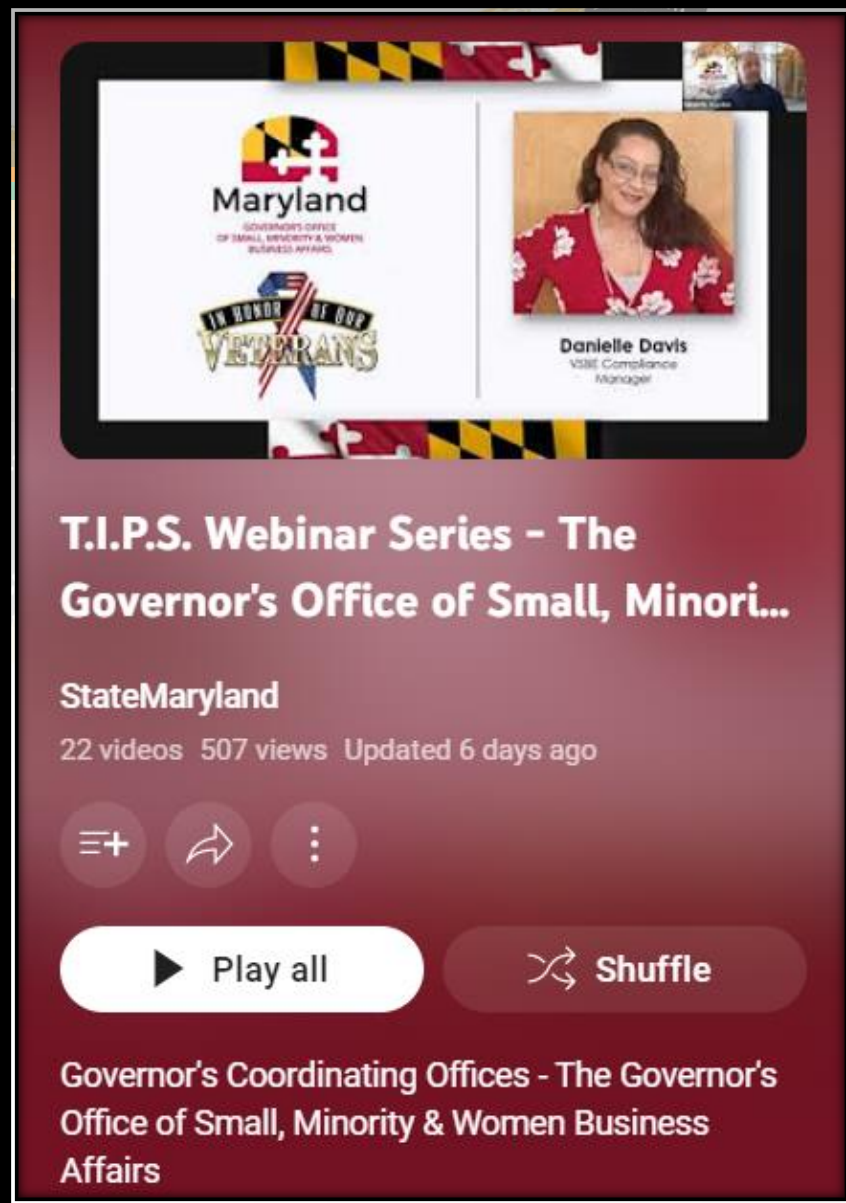
# Video Playlists

## T.I.P.S. Webinar Series Playlist

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

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**T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs**

StateMaryland

22 videos 507 views Updated 6 days ago

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Governor's Coordinating Offices - The Governor's Office of Small, Minority & Women Business Affairs

To register to receive our notices of all upcoming classes, workshops and monthly bulletin go to [www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov).

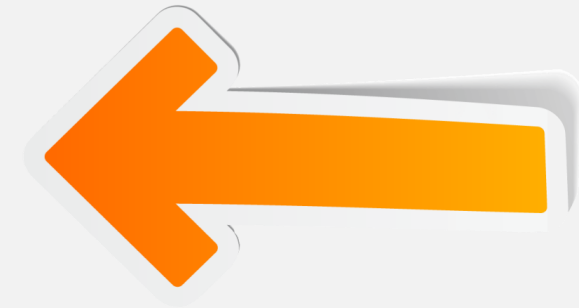


**-STAY CONNECTED-**

Sign up to receive news and notifications affecting the small business community.

★Email Address

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# Resources & Partners

Governor's Office of Small, Minority & Women  
Business Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise  
(OMBE)

[https://www.mdot.maryland.gov/tso/pages/Index.aspx?  
PageId=90](https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90)

Maryland Department of Commerce  
Maryland Financial Incentives for Business

[https://commerce.knack.com/maryland-funding-  
incentives](https://commerce.knack.com/maryland-funding-incentives)

Maryland Small Business Development Center (SBDC)

<https://www.marylandsbdc.org/>

Department of Housing & Community Development  
Business Lending

<https://dhcd.maryland.gov/Business/Pages/default.aspx>

Maryland Procurement Technical Assistance  
Center (PTAC)

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)

<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center  
(Balt-Metro WBC)

<https://www.baltmetrowbc.org/>

Maryland Capital Enterprises, Inc.

<https://marylandcapital.org/>

TEDCO

<https://www.tedcomd.com/>



# Thank You!

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



**Small Biz Resource  
CONNECTIONS**



For Choosing

# Maryland!



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